

REPORTER'S TRANSCRIPT

IN RE:

VA CHULA VISTA PROJECT

MAY 11, 2016

SAN DIEGO, CALIFORNIA

REPORTED BY KRISTY A. MONTALBAN, CSR NO. 13551

<p>1 Transcript of Meeting taken at the request of Shamm 2 Kelly, commencing at the hour of 10:10 a.m. on 3 Wednesday, May 11, 2016, at 530 B Street, Suite 350, 4 San Diego, California, via videoconference before 5 Kristy A. Montalban, Certified Shorthand Reporter 6 No. 13551, in and for the State of California. 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25</p> <p>2</p>	<p>1 Tom Hixson is on the line. And I'll let Gerard 2 introduce himself. 3 FEMALE VOICE: Shamm, Siberry [phonetic] is on 4 the line as well, Mercedes Thompson, Brian Murphy and 5 Shan Murphy. 6 MS. KELLY: Oh, great. Thank you. 7 MR. GULPEO: Hi. This is Gerard Gulpeo with 8 Leo Daly. 9 MS. KAY: This is Mary Kay with Peter Matthews 10 as well. 11 MS. KELLY: Okay. Great. Maybe we could do a 12 roll call then while we are waiting. Why don't -- just 13 take a leap. And so that's Mary Kay at Peter Matthews. 14 Who else is on the line? 15 MALE VOICE: John Bartfield [phonetic] from 16 Capital Partners. 17 MS. KELLY: Hi, John. 18 MALE VOICE: Hi. 19 MR. MALCOLM: Dan Malcolm with Malcolm 20 Properties. 21 MS. KELLY: Hi, Dan. Welcome. 22 MR. CAIRNS: Scott Cairns, Smith Consulting. 23 MS. KELLY: Great. Thank you, Scott Cairns. 24 MR. ROSENBERG: Dan Rosenberg with Mountain 25 West Real Estate.</p> <p>4</p>
<p>1 SAN DIEGO, CA; WEDNESDAY, MAY 11, 2016; 10:10 A.M. 2 -o0o- 3 4 MS. KELLY: All right. Well, this is 5 Shamm Kelly, and thank you, everyone, for attending. We 6 have people from the Chula Vista facility on the line. 7 We have Radonya Pinkney on the line. She is the project 8 manager. And we have Hong Hitchings, who is the 9 contracting officer. 10 So, Ada, maybe you could introduce your team. 11 MS. CLARK: Sure, absolutely. My name is 12 Ada Clark. I'm the assistant director for the V.A. 13 San Diego Health Care System, which Chula Vista is one 14 of our few community-based outpatient clinics. 15 Also on the line today is Andrea Martinez. She 16 is our project manager for the V.A. site of the house, 17 as well as Melissa Quinones, our nurse manager for our 18 outpatient clinic, specifically this one in Chula Vista. 19 And we also have one of our staff, Rob 20 Bottalino [phonetic] also an engineer and project 21 manager from the V.A. I think that's it. 22 MS. KELLY: Ada, the real estate advisor 23 consists of the Carpenter/Robbins team. Jan Kelly who 24 you have been working off with most directly on this 25 project for everyone. John Robbins is on the line. And</p> <p>3</p>	<p>1 MS. KELLY: Hi, Dan. Nice to have you join us. 2 MR. ROSENBERG: Thank you, Shamm. 3 MS. KELLY: I think we've got -- 4 MS. SHAFFER: Karen Shaffer [phonetic] and 5 Mark Baker representing Deputy Source [phonetic]. 6 MS. KELLY: I'm sorry. One more time. Can you 7 repeat that? 8 MS. SHAFFER: This is Karen Shaffer and Mark 9 Baker representing Deputy Source. 10 MS. KELLY: Thank you. Is Josh going to join 11 us today? 12 MR. HOUSEMAN: Yeah, I'm here. Thank you. 13 Josh Houseman [phonetic]. 14 MS. KELLY: That's Josh Houseman. 15 MR. FILICE: This is John Filice with JMS 16 Enterprises, Washington, D.C. 17 MS. KELLY: Great. 18 MR. COTTERILL: This is Roy Cotterill with 19 Perkins, Williams & Cotterill Architects. 20 MS. KELLY: Okay. Tell me who you're 21 associated with, please. 22 MR. COTTERILL: I'm with Capital Partners. 23 MS. KELLY: You're with Capital Partners. 24 MR. COTTERILL: The team. 25 MS. KELLY: Thank you.</p> <p>5</p>

<p>1 Anyone else? Is Eric Carlson on the line? No?</p> <p>2 Scott, you're with Eric Carlson, correct?</p> <p>3 MR. CAIRNS: Yes.</p> <p>4 MS. KELLY: Okay.</p> <p>5 MR. CAIRNS: Easier. I'm sorry. I was on</p> <p>6 mute. Eric Carlson here with the Hamster Group</p> <p>7 [phonetic]. Sorry.</p> <p>8 MS. KELLY: Okay. I'm just going to call out</p> <p>9 some names of people that RSVP'd.</p> <p>10 Brian Golf [phonetic]? No. Chris Holder?</p> <p>11 Sorry. Can you mute your line?</p> <p>12 Do we have Jennifer Floren -- sorry, Jessica</p> <p>13 Floren [phonetic]? No.</p> <p>14 Jennifer Armstrong? No.</p> <p>15 Joe McKaleb [phonetic]?</p> <p>16 Josh Evans?</p> <p>17 Excuse me. Can you mute your line, please?</p> <p>18 No?</p> <p>19 Kip, are you on the line, Kip? No.</p> <p>20 Mark Baker, yes.</p> <p>21 Rob Nixon, are you on the line? Rob Nixon?</p> <p>22 Roy Cotterill?</p> <p>23 MR. COTTERILL: Yes, ma'am.</p> <p>24 MS. KELLY: Okay. I think that's it. That was</p> <p>25 the list of RSVPs.</p> <p style="text-align: right;">6</p>	<p>1 contracting officer, and then, of course, we have all</p> <p>2 our supporting team that are all on the call today so at</p> <p>3 least you know the team, the major players.</p> <p>4 And then we can let our AAE contractor go over</p> <p>5 all the conceptual drawings and technical aspects, and</p> <p>6 that will open for Q and A. And I think we definitely</p> <p>7 do prefer you submit all your questions via written</p> <p>8 format so that way we will share with all the bidders.</p> <p>9 And so, with that, Radonya, can you do a quick</p> <p>10 project overview.</p> <p>11 MS. PINKNEY: Sure. So we are replacing the</p> <p>12 same current outpatient clinic and will expand capacity</p> <p>13 and services already being driven, as it's stated. This</p> <p>14 is a build to suit and pre-identified site. Okay. It</p> <p>15 looks like we have slides just came up. Is everyone</p> <p>16 able to see the PowerPoint?</p> <p>17 MALE VOICE: Yes.</p> <p>18 MS. PINKNEY: Thank you so much. Okay.</p> <p>19 MS. KELLY: I'm just going to scroll through to</p> <p>20 one more page, one more page.</p> <p>21 MS. PINKNEY: All right. We are going to go</p> <p>22 back.</p> <p>23 MS. KELLY: Okay.</p> <p>24 MS. PINKNEY: We are going to go ahead and</p> <p>25 finish the project overview at this point, and then</p> <p style="text-align: right;">8</p>
<p>1 So I'm trying to set the stage for how we are</p> <p>2 going to do this. We have a court -- excuse me. I have</p> <p>3 a cold. We have a court reporter recording everything.</p> <p>4 And so if at any time you have a question and we</p> <p>5 acknowledge you to speak, please say your name clearly</p> <p>6 so that the court reporter can capture it.</p> <p>7 There is a gentleman in the background that is</p> <p>8 speaking that we can all hear you. Can you please mute</p> <p>9 your phone, please. Thank you.</p> <p>10 So the process for today is to give you an</p> <p>11 overview of the entire project. You've all asked many</p> <p>12 great questions and most of those have been answered.</p> <p>13 The -- we were going to start with Gerard giving an</p> <p>14 overview, but we need those visuals to do that</p> <p>15 adequately.</p> <p>16 Hong, how are you doing with the technical?</p> <p>17 MS. HITCHINGS: Good afternoon, everyone. I do</p> <p>18 apologize. This virtual preview is definitely new to</p> <p>19 us, and I personally am not a big fan. However, we've</p> <p>20 got to do what we've got to do. So actually, I would</p> <p>21 like Radonya, if you don't mind, Radonya, just give us a</p> <p>22 very quick overview and also give a sense of the project</p> <p>23 management team from V.A. and for all future procurement</p> <p>24 activity.</p> <p>25 And Radonya is the project manager, the</p> <p style="text-align: right;">7</p>	<p>1 we'll go back to Gerard's conceptual plan.</p> <p>2 Okay. The maximum square footage for the</p> <p>3 building is 31,000 net useable square feet. The V.A.</p> <p>4 should be the sole tenant of the building. The minimum</p> <p>5 parking spaces requested is 236 on-site parking spaces.</p> <p>6 The site must be controlled by the successful offerer.</p> <p>7 V.A. is requesting a lease term of up to 20 years.</p> <p>8 Occupancy is required within 540 days but no later than</p> <p>9 825 days following a lease award. And offerer of</p> <p>10 finances project through completion of construction.</p> <p>11 MS. KELLY: This is Shamm. I'm going to</p> <p>12 interrupt and just add one other point, which is a</p> <p>13 little unusual. So as you all know for this project,</p> <p>14 we, meaning V.A., accepted six sites and the only site</p> <p>15 that we are going to accept offers on are those six</p> <p>16 sites.</p> <p>17 And when I start doing the overview of the --</p> <p>18 we talked about that, but I can go -- I'm going to give</p> <p>19 this back to you, Radonya, for the next slide.</p> <p>20 MS. PINKNEY: Okay. On the next slide we have</p> <p>21 the mandatory requirement. I know it says the due date</p> <p>22 is June the 1st. However, we will be issuing an</p> <p>23 amendment stating that the deadline has now been</p> <p>24 extended to June 17th, 2016.</p> <p>25 It's pretty much self-explanatory. All hard</p> <p style="text-align: right;">9</p>

<p>1 copy material should be submitted to Carpenter/Robbins. 2 No emails will be accepted for any part of your 3 submittal. You should submit a technical proposal on 4 one CD and one three-ring binder. You should also 5 submit a price proposal with eight CDs and one 6 three-ring binder. One set of the CDs, Volumes 1 and 2, 7 should be submitted to the contracting officer Hong 8 Hitchings. CDs must be bookmarked.</p> <p>9 Please make sure you initial and sign all pages 10 of your offer. Offers that do not comply specifically 11 and correctly with the SFO directions are at risk of 12 being determined nonresponsive.</p> <p>13 And at this point, we are going to go back and 14 turn it over to Gerard for his conceptual plan, and then 15 we'll come back to the next following slide. We'll 16 start the discussion about the SFO. All right.</p> <p>17 MR. GULPEO: Hi. This is Gerard. Can 18 everybody hear me?</p> <p>19 MS. KELLY: Yes.</p> <p>20 MALE VOICE: Yes.</p> <p>21 MR. GULPEO: So just what I'll do, Shamm, is 22 I'll tell you next slide and then we'll move to the next 23 side just so we are both coordinated as we go through 24 these slides.</p> <p>25 The concept of this, this is basically a</p> <p style="text-align: right;">10</p>	<p>1 an emergency entrance is needed. And from our 2 understanding, there is no emergency department in this 3 clinic, but they do need an emergency department 4 pick-up, ambulance pick-up for the building, and our 5 response to that was put it on the east side of the 6 building, and we'll walk through the reason why it was 7 determined that way.</p> <p>8 On the west side of the building would be 9 basically a drop-off area for deliveries. In reviewing 10 this with the users, there is no need for a loading dock 11 due to the size of the clinic. Obviously, that may 12 affect how once the site is selected or as you guys 13 develop your site plan, that may be one of the items 14 that you can consider.</p> <p>15 On the south end of the building, or south side 16 of the building, we have a -- an area for staff, and 17 you'll see that as we go through the floor plan.</p> <p>18 One of the main design drivers of this site, 19 just because we have a small site, a 4-acre site, was we 20 had a main entrance as well as the staff entrance and as 21 well as the ambulance entrance all in one area. 22 Obviously, when the specific site is selected, that 23 will -- that may change.</p> <p>24 Next slide. This is how the clinic is put 25 together. You've got -- module one is a pact clinic.</p> <p style="text-align: right;">12</p>
<p>1 two-pact clinic. There's several departments that are 2 involved as part of this outpatient clinic.</p> <p>3 As you can see, the first slide that we have is 4 an exterior elevation rendering of what we utilize as a 5 design concept in developing this building. The idea is 6 that the waiting areas have high volume, open area. We 7 want to make this as clean looking building as we can.</p> <p>8 If you are looking at the rendering to the top 9 right, what you're seeing is a roof where we're using 10 that roof to house the air handling units. So -- and 11 then we are using clerestory windows to provide lighting 12 for these work areas.</p> <p>13 Okay. Next slide. This is the proposed site 14 plan. I think on our site plan we were -- give me a 15 second here. So on the site plan, we are looking at a 16 4-acre site as a minimum. The SFO will -- if you take a 17 look at the SFO and make sure that matches what the 18 sites were proposed.</p> <p>19 The idea here is on the north is -- 20 orientation-wise is that on the south entrance of the 21 building, that's our main entrance. You have a drop-off 22 area. You know, we want the accessible parking as close 23 to the main entrance as we can. There is also a staff 24 entrance off to the east side of the building.</p> <p>25 There was a question on RFI that raised whether</p> <p style="text-align: right;">11</p>	<p>1 Module two, same thing, a pact clinic. As you enter 2 through the south side of the building, our south face 3 of the building, we have the entrance. The police is 4 right next to it. You've got the reception area. 5 Behind that will be the administration. Heading west, 6 you'll have shared spaces, your public toilets, your 7 conference rooms. Further west of that will be 8 audiology clinic.</p> <p>9 Moving to the east side of that first area 10 would be pathology and lab medicine. And then you have 11 next to it will be shared spaces.</p> <p>12 Moving north would be the eye clinic. And the 13 west you've got a team work area. And then obviously 14 you have the two clinics and then mental health. And 15 then the support places and as well as logistics will be 16 in the south end of the building.</p> <p>17 Next slide, please. Here is an overall layout 18 of the clinic. This is the pact module. It has a, I 19 think, 31-foot ten grid that most of you guys are 20 familiar with by now. You'll take a look at the overall 21 plan. I think this is the ideal layout that was 22 discussed with the users. We don't foresee changes to 23 this. If there is additional ideas included, let us 24 know. But this was the overall layout that we've 25 hammered out with the users during this preliminary</p> <p style="text-align: right;">13</p>

<p>1 design process.</p> <p>2 Next slide. We've also given an equipment</p> <p>3 layout. This utilizes a typical layout for each room,</p> <p>4 and I think this will give you an idea of what they're</p> <p>5 looking for in terms of an equipment layout and in terms</p> <p>6 of use.</p> <p>7 We tried to make this as detailed as we can</p> <p>8 given the time frame. One good thing about this drawing</p> <p>9 is we've identified key areas where they will need power</p> <p>10 and data. We also talked about the need for</p> <p>11 teleconferencing, videoconferencing system, and those</p> <p>12 have been noted on the drawings. So as your design</p> <p>13 teams move forward, you want to use that -- keep that</p> <p>14 into consideration.</p> <p>15 Next slide, please. Okay. The exterior</p> <p>16 elevations, the idea -- the main idea of this building</p> <p>17 is we are using tilt up structure. We want to make this</p> <p>18 as -- construction-wise should be as prefab as we can.</p> <p>19 We want to simplify construction as well.</p> <p>20 The roof that you're seeing is a metal roof,</p> <p>21 and the idea for that is it serves -- also serves as the</p> <p>22 screen for the units above. Given the size of the lot</p> <p>23 that we have, what we are trying to do is maximize the</p> <p>24 use of the building and give most of the lot for</p> <p>25 parking, public use, as well as green spaces.</p> <p>14</p>	<p>1 So some of the things that are a little bit</p> <p>2 unusual about this SFO is that in Section 1 on Page 3,</p> <p>3 we have our delineated area map, and right beneath that</p> <p>4 there is a link which will take you directly to the</p> <p>5 V.A.'s web site where they have posted the six sites</p> <p>6 that were accepted.</p> <p>7 And has everybody successfully -- let me ask it</p> <p>8 differently. Is there anyone who has not successfully</p> <p>9 been able to go to that web site and identify the six</p> <p>10 sites that are available for this project? I'm going to</p> <p>11 give you just a minute.</p> <p>12 So if you are on mute, unmute yourself and let</p> <p>13 me know if you did not have success identifying the six</p> <p>14 sites.</p> <p>15 All right. I'm going to move on then.</p> <p>16 One of the other items that is a little bit</p> <p>17 unusual is that the term -- we were looking for four</p> <p>18 scenarios for the term, and we are looking for a</p> <p>19 ten-year firm, 15-year firm, 16-plus five and a 20-year.</p> <p>20 And the exhibits that are used to deliver that</p> <p>21 information for us are unusual. The Form 1364 is the</p> <p>22 standard -- is the new global format so it is not going</p> <p>23 to look anything like what you've used in the past.</p> <p>24 There is an attachment customized with that --</p> <p>25 that is a way to make it easier for you to get your</p> <p>16</p>
<p>1 We are utilizing that elevation to basically,</p> <p>2 you know, be responsive to San Diego. I think the main</p> <p>3 design there was to use that as a wave, if you will.</p> <p>4 Next slide. Okay. I think that's an overview</p> <p>5 of the design process.</p> <p>6 MS. PINKNEY: Thanks, Gerard.</p> <p>7 So next we will start discussing in regards to</p> <p>8 the SFO part one. And, Shamm, I'll turn it over to you</p> <p>9 and your team.</p> <p>10 MS. KELLY: Thank you very much. So the SFO</p> <p>11 has many components as you know. There are 11 basic</p> <p>12 components in the SFO itself, and then there is all of</p> <p>13 the attached schedules, exhibits, the this's and the</p> <p>14 that's. So there is a lot of paperwork to deal with,</p> <p>15 and I think, again, most of you are familiar with this.</p> <p>16 So I'm going to do a general very brief</p> <p>17 overview. And then if there is questions afterward, if</p> <p>18 there was something that I didn't address that you would</p> <p>19 like to have had addressed, we can bring it up as a</p> <p>20 question. That's how we will save everybody time and</p> <p>21 not be going over material that you may well know.</p> <p>22 I want to clarify one thing, which is that</p> <p>23 Gerard mentioned a minimum of a 4-acre site, and we</p> <p>24 dispensed with that. So the acreage, as it turned out,</p> <p>25 was not a factor in the selection of the site.</p> <p>15</p>	<p>1 information to us in a deliverable and understandable</p> <p>2 way. When people start working with that document, if</p> <p>3 there is questions, they will come up and they'll get</p> <p>4 published to everyone.</p> <p>5 Radonya already mentioned that we -- excuse</p> <p>6 me -- that we will be extending the timeline.</p> <p>7 Whoever is typing, mute your line. I would</p> <p>8 normally just shout over you, but I have a cold.</p> <p>9 What is unique to each is, of course, the award</p> <p>10 factors. So I am going to take a minute to go through</p> <p>11 the award factors in a rather general way. So the award</p> <p>12 factors and the subfactors are all listed in order of</p> <p>13 descending value so that as you are going through this,</p> <p>14 when you are looking at technical factor one, think</p> <p>15 about everything that's in that technical factor and the</p> <p>16 lower down it is on the list, the least important it is.</p> <p>17 The higher it is on the list, the more ranking there is</p> <p>18 going to be given.</p> <p>19 The actual subfactors for -- the actual</p> <p>20 subfactors for the technical factor are the usual and</p> <p>21 familiar ones, which is the architectural concept,</p> <p>22 building design, quality of site development, quality of</p> <p>23 the construction materials, and then there is the</p> <p>24 sustainability of the energy efficiency.</p> <p>25 Another subfactor is the site location.</p> <p>17</p>

<p>1 Mass -- distance of mass transportation, I'm just going 2 to emphasize that this is a very, very important feature 3 for this particular solicitation. So when you respond 4 to us, it would be to your benefit and make it very 5 clear to us what public transportation is either already 6 available and servicing your site or if you have some 7 commitment, I don't mean just a promise, but a 8 commitment from the City that a service will be provided 9 and we can work with that. But if somebody tells you we 10 probably will do that, that's not going to work. We 11 need to know what actually is real.</p> <p>12 Skipping along to site physical security. 13 Evidence of capability to perform -- sorry. This is 14 important as well. The V.A. wants to make sure that the 15 parties that they are working with have the capability 16 and the work habits that will make it a good place for 17 V.A. to live.</p> <p>18 So past performance, there is documents for you 19 to fill out. And again, there is documents for your 20 financial capabilities. So if some of the add-on 21 documents, exhibits are the method of how you answer 22 these questions. And we -- as usual, we want to know 23 information about the actual offerer, and independently 24 we want to know about the offerer's architectural team 25 and, again, independently we want to know about the</p> <p style="text-align: right;">18</p>	<p>1 the overview of what happens -- of the steps of the 2 process. So when we get your initial offers and once 3 we've got our question answered about your offer, then 4 there is a technical evaluation board that takes place, 5 and that technical evaluation board is going to be 6 looking at all of the offers. And I can't emphasize 7 enough that we can only comment and take into account 8 what we have in front of us.</p> <p>9 I'm just going to use an example. We might 10 know that your site has awesome transportation. But if 11 you didn't tell us that it has that and show us that it 12 has that, you won't get those points. So it's really 13 important that you communicate to us all of the benefits 14 to the V.A. for your site.</p> <p>15 We have -- there is a number of -- I'm going to 16 skip over Section 3, 7, 8.</p> <p>17 Does anyone have any questions about Section 9, 18 which is the fire protection and environmental section? 19 We have Tom Hixson and John Robbins on the line who are 20 both schooled in that. So if you have questions about 21 that, this is the great time to ask them.</p> <p>22 Okay. I'm going to move on and talk about the 23 section -- the second section of the SFO is to make it 24 clear that we are going to be awarding them based on 25 best value. There is -- next slide, please.</p> <p style="text-align: right;">20</p>
<p>1 proposed construction team.</p> <p>2 So control of the property. Again, this is a 3 little bit unusual because we've identified six sites 4 and those are the only six sites that we can accept 5 offers on and you have the information, all of you have 6 the information of the owners of those properties so 7 that you can discuss with them whether or not they want 8 to give you control of those properties.</p> <p>9 The construction schedule is very important. 10 As you know, in Chula Vista there has been a fair amount 11 of chaos with the existing facility, and the sooner we 12 can get this facility up and running, the better for 13 everyone. So be very clear about your milestone and 14 what you can do for us in terms of delivering.</p> <p>15 Operations and maintenance. That's very 16 standard. Everybody who has seen an SFO in the past is 17 going to be familiar with that. If you are not, ask any 18 questions and we will handle those afterwards.</p> <p>19 The same is true of the small business 20 classification. It has a ranking, not the highest 21 ranking, but it has a ranking. So it's important for 22 you to tell us what your socioeconomic status is because 23 it might benefit you and get you some extra points as 24 we're evaluating your offer.</p> <p>25 I'm going to deviate just a minute and explain</p> <p style="text-align: right;">19</p>	<p>1 MS. PINKNEY: Yeah. What slide are you on?</p> <p>2 MS. KELLY: I'm on -- oh, gosh. I don't have 3 them numbered. I'm looking for the slide -- keep 4 going -- the slide that has the oval white -- no, you've 5 gone by it. Go back. There is an oval -- yes, right 6 there.</p> <p>7 The way this project is offered -- excuse me. 8 The way this project is going to be evaluated is going 9 to be gathering together, combining all of the points 10 that a particular property offerer has received on its 11 technical value, and then there is price, and both are 12 going to be equal to each other. So if there is an 13 identical foreranking on technical factors, then the 14 lower priced offer will be the successful offer.</p> <p>15 Technical factors are what is evaluated by the 16 technical evaluation board. And again, some of them may 17 be experienced in some other areas and others may not. 18 So it's very important that what you give us is easy to 19 digest and don't give us anything that's extraneous. We 20 don't need any fluff. We just want the facts and want 21 this to be graphic what you are trying to do for us.</p> <p>22 Next slide. I actually kind of zipped through 23 these already. So let's -- next slide. Let's stop here 24 for a second.</p> <p>25 So the schedules are critical. The Schedule A</p> <p style="text-align: right;">21</p>

1 is the operations and maintenance plan. When the
2 facility is completed, the lessor is going to be
3 responsible for running it and so your operation and
4 maintenance plan will be an evaluation factor and tie
5 into how we think your offer is relative to other
6 offers.
7 Special requirements. Schedule B is
8 basically -- it's basically a list of items which the
9 V.A. requires in order to furnish the clinic, and we had
10 some questions about Schedule B and Schedule E and some
11 block cells that aren't operating properly. So we will
12 be reissuing Schedule E for your use.
13 Schedule C lists the space program. It's the
14 hardware, everything, so that you know what's going to
15 go in there. You're going to be pricing all of these
16 schedules individually. And when you're working on your
17 price proposal, which is GSA Form 1364, you're going to
18 be calling out the value of what you're charging for
19 each of these items.
20 And something that is different about this
21 solicitation than what we've done in the past is that
22 when you go through this solicitation, you will see
23 several areas where we talk -- we say that the V.A. can
24 elect to pay a lump sum. Areas that normally in the old
25 days were not handled that way, there have been some

22

1 changes made and so pay close attention to that because
2 that's -- again, it's a change from previous SFOs.
3 The summary form, I think you've all seen that.
4 Labor standard provisions. Does anybody have any
5 questions about this slide?
6 Okay. Let's move to the next slide. It's very
7 important that you understand the difference between
8 runnable square feet and useable square feet. And we've
9 had questions about that, so I know that there is not a
10 perfect understanding out there for you.
11 What I would recommend is when you develop your
12 particular plan, you highlight in some way, give it some
13 color so that you are showing us what you think the net
14 useable square feet for your plan would be. That gives
15 us an opportunity to look at your interpretation and get
16 back and say, you know, no, we need to tweak this or,
17 yeah, we got it just right. So it's very important that
18 you communicate to us what you think the net useable
19 square feet is.
20 MALE VOICE: Shamm?
21 MS. KELLY: Yes, sorry.
22 MALE VOICE: Just quick question on this one.
23 What you sent back to us after we had requested it was a
24 layout that showed gross square footage and net useable
25 square footage, but you didn't provide one from Leo Daly

23

1 that showed their understanding of what rentable is,
2 that would be really helpful.
3 MS. KELLY: Gerard, do you have a drawing that
4 answers that question? And, if so, we need to ask
5 whether or not Hong would like that to be distributed.
6 MS. HITCHINGS: Well, this is my response. I
7 mean, this question came up before and we alphabetized
8 for a very specific number square footage. As you know,
9 that's a number that's been authorized by the Congress,
10 and 31,000 net useable. So our AAE firm traditionally
11 will provide the conceptual programs simply to show the
12 adjacency, the relationship with all programs.
13 So it's up to each developer to have your
14 technical solutions based on our program needs, and so
15 the burden is not on our AAE firm to provide that
16 precise what's the rentable net useable. So it's up to
17 the lessor to design your facility to fit our program,
18 but not to exceed 31,000 net useable.
19 MALE VOICE: Right. I understand that, Hong.
20 This is John Bartfield. The issue that we run into is
21 that from a BOMA definition, you're excluding hallways
22 and lobby; and for a single tenant building, those would
23 be part of net useable. But in your definition, it's
24 not.
25 MS. HITCHINGS: That's correct. That's

24

1 correct.
2 MALE VOICE: That's why we have a -- and we
3 don't need an exact square footage from Daly, but it
4 would be helpful to have in an alternate color what
5 their -- the difference between rentable and useable is
6 because it's not obvious based on your definition.
7 MR. GULPEO: This is Gerard with Leo Daly.
8 When we prepare these drawings, our mandate was
9 to prepare a drawing that has 31,000 net useable square
10 footage. I understand the question. Our understanding
11 is that anything that's code required, in this case,
12 public corridors, public restrooms, those are considered
13 to be not part of net useable square footage.
14 My understanding for our rentable space,
15 rentable square footage, is in this case the way we
16 prepared it is the same as the net useable square
17 footage.
18 MALE VOICE: Okay.
19 MS. KELLY: Okay. Thank you for that.
20 The net useable square foot figure is important
21 because that's what the V.A. pays rent on, and that's
22 all V.A. pays rent on.
23 Section 4 of the SFO codes, we don't have
24 anything in here that is particularly unusual. You're
25 going to be designing to the code. You are going to be

25

<p>1 checking against the design guide. And if you have a 2 question about which prevails if one thing is different 3 than the other, then put that in a question and get that 4 to us.</p> <p>5 I'm going to -- next slide. Gerard, if you 6 could speak to this slide, I would really appreciate 7 that.</p> <p>8 MR. GULPEO: Okay. So I think these are the 9 basic requirements for this clinic. Obviously, 10 everybody knows this clinic is in Chula Vista, 11 California, so there is specific requirements for a 12 seismic area such as California. This is not -- this 13 is -- this will have to meet international building 14 codes.</p> <p>15 And then at the same time, for physical 16 security, this is not a mission critical facility, it's 17 a life safety facility and it's -- I'm sure your AE 18 teams are familiar with the difference between mission 19 critical and life safety, and that's all in the V.A. web 20 site so that will help guide your team as they put 21 together their proposal.</p> <p>22 HVAC systems. We've include a basis of design 23 as part of the package. That should be -- that's part 24 of Part 9. I think the mechanical engineer provided 25 several options on how to design the system, the</p> <p>26</p>	<p>1 MR. GULPEO: My understanding -- this is 2 Gerard. My understanding was, because we've gone 3 through this during -- under C Baulk [phonetic] Chico. 4 You know, you fill out the LEED forms, the LEED form 5 where you indicate the points that your design will meet 6 in order to meet a LEED Silver, but then you don't file 7 it for certification. The V.A. could decide to file 8 this later. They are under -- but the design has to 9 meet those requirements. That's how it was done for 10 C Baulk Chico. So that's coming from another project 11 that's similar to ours.</p> <p>12 MALE VOICE: Okay. Shamm or Hong, if you could 13 weigh in on that, I would prefer to hear it from you. 14 No offense, Gerard.</p> <p>15 MS. HITCHINGS: Absolutely. I think we owe you 16 guys a formal response on that. The point system, 17 that's how we review your proposal, but we double-check 18 the SFO to make sure we do require to obtain the 19 certification or point system to demonstrate that you 20 have met the Silver healthcare. We'll send you a formal 21 response on that.</p> <p>22 MS. PINKNEY: This is Radonya. If that 23 question has not already been submitted, can you submit 24 that so we can add that to our list of responses to 25 check out?</p> <p>28</p>
<p>1 mechanical system and the electrical and the plumbing 2 systems. Mostly mechanical. But for our part, the way 3 we designed it, is we wanted to minimize the lot area 4 that the mechanical units are capturing, and that's why 5 we are utilizing the roof for that purpose.</p> <p>6 This project needs to meet LEED Silver for 7 healthcare. My understanding is that V.A. will not -- 8 under C box doesn't need -- required to be certified, 9 but it needs to be designed for the LEED Silver.</p> <p>10 And then I think I talked about that life 11 safety is the requirement for physical security design.</p> <p>12 MS. KELLY: Thank you, Gerard.</p> <p>13 Next slide, please, Radonya.</p> <p>14 MALE VOICE: Shamm, is that factually correct, 15 you don't require the certification?</p> <p>16 MS. KELLY: That's what I understand. Hong, do 17 you know without double-checking anything?</p> <p>18 MS. HITCHINGS: Could you repeat the question?</p> <p>19 MALE VOICE: Yes. Gerard indicated that we 20 needed to design this to LEED Silver for healthcare, but 21 we don't need to get the certification.</p> <p>22 MS. HITCHINGS: It's a federal requirement for 23 all our V.A. facilities need the LEED Silver healthcare.</p> <p>24 MALE VOICE: So how do we demonstrate it if we 25 don't have to get the certification?</p> <p>27</p>	<p>1 MALE VOICE: Sure.</p> <p>2 MS. PINKNEY: Thank you.</p> <p>3 MS. KELLY: Thank you. That's very helpful.</p> <p>4 We can go to the next slide now. You know, 5 Section 7, the key thing here is that the V.A. has gone 6 to the pact model and, you know, dealt with that. This 7 has been signed to function with the two-pact model, and 8 that is an essential core criteria for their use of this 9 clinic.</p> <p>10 Section 8. Good news. V.A. is going to pay 11 their own utilities and do their own janitorial. So you 12 will have utility expense, but it will not be related to 13 inside the lease phase. It will be everything outside 14 and providing the core utilities to the facility.</p> <p>15 Next slide, please. A certificate of occupancy 16 will be required. You are going to have to comply with 17 the NFPA guidelines and local codes.</p> <p>18 For Section 10, please read the entire SFO.</p> <p>19 And if you feel that there is a discrepancy between the 20 GSA forms and the SFO, pose that as a question to us. 21 But if you don't do that, the SFO prevails over the GSA 22 forms.</p> <p>23 As I said before, in putting your packet 24 together, thoughtful responses are definitely advised. 25 The evaluation team sees only what you show them and</p> <p>29</p>

<p>1 tell them with your graphics and narratives. So make it</p> <p>2 clean, make it crisp. Don't make us go through 50 pages</p> <p>3 of something that is not directly germane to the</p> <p>4 project.</p> <p>5 Next slide, please. Repeating myself. Show us</p> <p>6 and tell us. Submit detailed drawings and analyses of</p> <p>7 your team's proposed architectural and engineering</p> <p>8 drawings.</p> <p>9 Each offerer will be evaluated on its ability</p> <p>10 to develop the site and landscaping to provide a</p> <p>11 well-designed facility.</p> <p>12 And again, being redundant, stick with the</p> <p>13 plan. There has been a huge amount of time, money and</p> <p>14 investment in developing that plan. The purpose of</p> <p>15 doing that was to get some of that done in advance</p> <p>16 rather than award and then go into design, and I think</p> <p>17 it's a terrific way to go. So respect that this is not</p> <p>18 something that was just slapped together.</p> <p>19 Next slide. Questions and answers. And again,</p> <p>20 as Radonya said, even if you ask an answer to your life,</p> <p>21 please send it to me in your writing as you've been</p> <p>22 doing with the other questions so that we can add it to</p> <p>23 our Q and A matrix.</p> <p>24 Any other questions?</p> <p>25 I'm going to take that as a no and go to the</p> <p>30</p>	<p>1 MS. HITCHINGS: We'll have it in the next</p> <p>2 couple days.</p> <p>3 MS. KELLY: Okay. A question that came in just</p> <p>4 recently, and I'm going to get the answer now, which is</p> <p>5 how many -- how many patients are expected for the</p> <p>6 clinic. And unique patients for the last two years,</p> <p>7 2014, there were about 8,800. And in 2015, there were</p> <p>8 9,700. So you can see the numbers going up and we</p> <p>9 expect that it will only grow.</p> <p>10 All right. Thank you, everyone. I look</p> <p>11 forward to hearing responses by mail -- e-mail.</p> <p>12 MS. PINKNEY: Thanks, everyone.</p> <p>13 MS. HITCHINGS: All right. Bye.</p> <p>14 (Ended at 11:02 a.m.)</p> <p>15 -o0o-</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p> <p>25</p> <p>32</p>
<p>1 next slide which is thank you very much. I should have</p> <p>2 mentioned we don't publish the list of attendees, but I</p> <p>3 think from the roll call you know who is who.</p> <p>4 No questions? Thank you very much.</p> <p>5 MR. FILICE: I have a question. Can you hear</p> <p>6 me?</p> <p>7 MS. KELLY: Yes.</p> <p>8 MR. FILICE: This is John Filice.</p> <p>9 MS. KELLY: We lost you. John? We are not</p> <p>10 hearing you now, John.</p> <p>11 MS. HITCHINGS: If you do have questions after</p> <p>12 the meeting, do feel free to send us via e-mail. And do</p> <p>13 we have a timeline by what time?</p> <p>14 MS. KELLY: Well, I don't have one yet, but I</p> <p>15 will publish one. So --</p> <p>16 MR. FILICE: When is the final rubbit</p> <p>17 [phonetic] file going to be posted? That was promised</p> <p>18 on Monday.</p> <p>19 MS. KELLY: Radonya, that's the rubbit file</p> <p>20 that was too large for V.A. to post so Gerard --</p> <p>21 MR. FILICE: That's a very key file for design</p> <p>22 and we've been waiting for that.</p> <p>23 MS. KELLY: So Gerard streamlined it, and I</p> <p>24 believe it's ready for you to post, but it has not been</p> <p>25 posted to my knowledge.</p> <p>31</p>	<p>1 I, KRISTY A. MONTALBAN, Certified Shorthand Reporter</p> <p>2 for the State of California, do hereby certify:</p> <p>3</p> <p>4 That the foregoing proceedings were reported by me</p> <p>5 stenographically and later transcribed into typewriting,</p> <p>6 under my direction, and that the foregoing is a true</p> <p>7 record of the proceedings taken at that time.</p> <p>8</p> <p>9 Dated: This day of May, 2016,</p> <p>10 at San Diego, California.</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17 KRISTY A. MONTALBAN</p> <p>18 C.S.R. NO. 13551</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p> <p>25</p> <p>33</p>

<p>A</p> <p>a.m 2:2 3:1 32:14</p> <p>AAE 8:4 24:10,15</p> <p>ability 30:9</p> <p>able 8:16 16:9</p> <p>absolutely 3:11 28:15</p> <p>accept 9:15 19:4</p> <p>accepted 9:14 10:2 16:6</p> <p>accessible 11:22</p> <p>account 20:7</p> <p>acknowledge 7:5</p> <p>acreage 15:24</p> <p>activity 7:24</p> <p>actual 17:19,19 18:23</p> <p>Ada 3:10,12,22</p> <p>add 9:12 28:24 30:22</p> <p>add-on 18:20</p> <p>additional 13:23</p> <p>address 15:18</p> <p>addressed 15:19</p> <p>adequately 7:15</p> <p>adjacency 24:12</p> <p>administration 13:5</p> <p>advance 30:15</p> <p>advised 29:24</p> <p>advisor 3:22</p> <p>AE 26:17</p> <p>affect 12:12</p> <p>afternoon 7:17</p> <p>afterward 15:17</p> <p>ahead 8:24</p> <p>air 11:10</p> <p>alphabetized 24:7</p> <p>alternate 25:4</p> <p>ambulance 12:4,21</p> <p>amendment 9:23</p> <p>amount 19:10 30:13</p> <p>analyses 30:6</p> <p>Andrea 3:15</p> <p>answer 18:21 30:20 32:4</p> <p>answered 7:12 20:3</p> <p>answers 24:4 30:19</p> <p>anybody 23:4</p> <p>apologize 7:18</p> <p>appreciate 26:6</p> <p>Architects 5:19</p> <p>architectural 17:21 18:24 30:7</p> <p>area 11:6,22 12:9,16 12:21 13:4,9,13 16:3 26:12 27:3</p> <p>areas 11:6,12 14:9 21:17 22:23,24</p>	<p>Armstrong 6:14</p> <p>asked 7:11</p> <p>aspects 8:5</p> <p>assistant 3:12</p> <p>associated 5:21</p> <p>attached 15:13</p> <p>attachment 16:24</p> <p>attendees 31:2</p> <p>attending 3:5</p> <p>attention 23:1</p> <p>audiology 13:8</p> <p>authorized 24:9</p> <p>available 16:10 18:6</p> <p>award 9:9 17:9,11 17:11 30:16</p> <p>awarding 20:24</p> <p>awesome 20:10</p> <p>B</p> <p>B 2:3 22:7,10</p> <p>back 8:22 9:1,19 10:13,15 21:5 23:16,23</p> <p>background 7:7</p> <p>Baker 5:5,9 6:20</p> <p>Bartfield 4:15 24:20</p> <p>based 20:24 24:14 25:6</p> <p>basic 15:11 26:9</p> <p>basically 10:25 12:9 15:1 22:8,8</p> <p>basis 26:22</p> <p>Baulk 28:3,10</p> <p>believe 31:24</p> <p>beneath 16:3</p> <p>benefit 18:4 19:23</p> <p>benefits 20:13</p> <p>best 20:25</p> <p>better 19:12</p> <p>bidders 8:8</p> <p>big 7:19</p> <p>binder 10:4,6</p> <p>bit 16:1,16 19:3</p> <p>block 22:11</p> <p>board 20:4,5 21:16</p> <p>BOMA 24:21</p> <p>bookmarked 10:8</p> <p>Bottalino 3:20</p> <p>box 27:8</p> <p>Brian 4:4 6:10</p> <p>brief 15:16</p> <p>bring 15:19</p> <p>build 8:14</p> <p>building 9:3,4 11:5 11:7,21,24 12:4,6 12:8,15,16 13:2,3 13:16 14:16,24 17:22 24:22 26:13</p>	<p>burden 24:15</p> <p>business 19:19</p> <p>Bye 32:13</p> <p>C</p> <p>C 22:13 27:8 28:3 28:10</p> <p>C.S.R 33:17</p> <p>CA 3:1</p> <p>Cairns 4:22,22,23 6:3,5</p> <p>California 1:11 2:4 2:6 26:11,12 33:2 33:10</p> <p>call 4:12 6:8 8:2 31:3</p> <p>calling 22:18</p> <p>capabilities 18:20</p> <p>capability 18:13,15</p> <p>capacity 8:12</p> <p>Capital 4:16 5:22 5:23</p> <p>capture 7:6</p> <p>capturing 27:4</p> <p>Care 3:13</p> <p>Carlson 6:1,2,6</p> <p>Carpenter/Robbins 3:23 10:1</p> <p>case 25:11,15</p> <p>CD 10:4</p> <p>CDs 10:5,6,8</p> <p>cells 22:11</p> <p>certificate 29:15</p> <p>certification 27:15 27:21,25 28:7,19</p> <p>certified 2:5 27:8 33:1</p> <p>certify 33:2</p> <p>change 12:23 23:2</p> <p>changes 13:22 23:1</p> <p>chaos 19:11</p> <p>charging 22:18</p> <p>check 28:25</p> <p>checking 26:1</p> <p>Chico 28:3,10</p> <p>Chris 6:10</p> <p>Chula 1:7 3:6,13,18 19:10 26:10</p> <p>City 18:8</p> <p>clarify 15:22</p> <p>Clark 3:11,12</p> <p>classification 19:20</p> <p>clean 11:7 30:2</p> <p>clear 18:5 19:13 20:24</p> <p>clearly 7:5</p> <p>clerestory 11:11</p> <p>clinic 3:18 8:12 11:1</p>	<p>11:2 12:3,11,24 12:25 13:1,8,12 13:18 22:9 26:9 26:10 29:9 32:6</p> <p>clinics 3:14 13:14</p> <p>close 11:22 23:1</p> <p>code 25:11,25</p> <p>codes 25:23 26:14 29:17</p> <p>cold 7:3 17:8</p> <p>color 23:13 25:4</p> <p>combining 21:9</p> <p>come 10:15 17:3</p> <p>coming 28:10</p> <p>commencing 2:2</p> <p>comment 20:7</p> <p>commitment 18:7,8</p> <p>communicate 20:13 23:18</p> <p>community-based 3:14</p> <p>completed 22:2</p> <p>completion 9:10</p> <p>comply 10:10 29:16</p> <p>components 15:11 15:12</p> <p>concept 10:25 11:5 17:21</p> <p>conceptual 8:5 9:1 10:14 24:11</p> <p>conference 13:7</p> <p>Congress 24:9</p> <p>consider 12:14</p> <p>consideration 14:14</p> <p>considered 25:12</p> <p>consists 3:23</p> <p>construction 9:10 14:19 17:23 19:1 19:9</p> <p>construction-wise 14:18</p> <p>Consulting 4:22</p> <p>contracting 3:9 8:1 10:7</p> <p>contractor 8:4</p> <p>control 19:2,8</p> <p>controlled 9:6</p> <p>coordinated 10:23</p> <p>copy 10:1</p> <p>core 29:8,14</p> <p>correct 6:2 24:25 25:1 27:14</p> <p>correctly 10:11</p> <p>corridors 25:12</p> <p>Cotterill 5:18,18,19 5:22,24 6:22,23</p> <p>couple 32:2</p> <p>course 8:1 17:9</p>	<p>court 7:2,3,6</p> <p>crisp 30:2</p> <p>criteria 29:8</p> <p>critical 21:25 26:16 26:19</p> <p>CSR 1:16</p> <p>current 8:12</p> <p>customed 16:24</p> <p>D</p> <p>D.C 5:16</p> <p>Daly 4:8 23:25 25:3 25:7</p> <p>Dan 4:19,21,24 5:1</p> <p>data 14:10</p> <p>date 9:21</p> <p>Dated 33:9</p> <p>day 33:9</p> <p>days 9:8,9 22:25 32:2</p> <p>deadline 9:23</p> <p>deal 15:14</p> <p>dealt 29:6</p> <p>decide 28:7</p> <p>definitely 7:18 8:6 29:24</p> <p>definition 24:21,23 25:6</p> <p>delineated 16:3</p> <p>deliver 16:20</p> <p>deliverable 17:1</p> <p>deliveries 12:9</p> <p>delivering 19:14</p> <p>demonstrate 27:24 28:19</p> <p>department 12:2,3</p> <p>departments 11:1</p> <p>Deputy 5:5,9</p> <p>descending 17:13</p> <p>design 11:5 12:18 14:1,12 15:3,5 17:22 24:17 26:1 26:22,25 27:11,20 28:5,8 30:16 31:21</p> <p>designed 27:3,9</p> <p>designing 25:25</p> <p>detailed 14:7 30:6</p> <p>determined 10:12 12:7</p> <p>develop 12:13 23:11 30:10</p> <p>developer 24:13</p> <p>developing 11:5 30:14</p> <p>development 17:22</p> <p>deviate 19:25</p> <p>Diego 1:11 2:4 3:1</p>
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3:13 15:2 33:10 difference 23:7 25:5 26:18 different 22:20 26:2 differently 16:8 digest 21:19 direction 33:6 directions 10:11 directly 3:24 16:4 30:3 director 3:12 discrepancy 29:19 discuss 19:7 discussed 13:22 discussing 15:7 discussion 10:16 dispensed 15:24 distance 18:1 distributed 24:5 dock 12:10 document 17:2 documents 18:18,19 18:21 doing 7:16 9:17 30:15,22 double-check 28:17 double-checking 27:17 drawing 14:8 24:3 25:9 drawings 8:5 14:12 25:8 30:6,8 driven 8:13 drivers 12:18 drop-off 11:21 12:9 due 9:21 12:11	Enterprises 5:16 entire 7:11 29:18 entrance 11:20,21 11:23,24 12:1,20 12:20,21 13:3 environmental 20:18 equal 21:12 equipment 14:2,5 Eric 6:1,2,6 essential 29:8 estate 3:22 4:25 evaluated 21:8,15 30:9 evaluating 19:24 evaluation 20:4,5 21:16 22:4 29:25 Evans 6:16 everybody 10:18 15:20 16:7 19:16 26:10 Evidence 18:13 exact 25:3 example 20:9 exceed 24:18 excluding 24:21 excuse 6:17 7:2 17:5 21:7 exhibits 15:13 16:20 18:21 existing 19:11 expand 8:12 expect 32:9 expected 32:5 expense 29:12 experienced 21:17 explain 19:25 extended 9:24 extending 17:6 exterior 11:4 14:15 extra 19:23 extraneous 21:19 eye 13:12	17:21 19:17 26:18 fan 7:19 feature 18:2 federal 27:22 feel 29:19 31:12 feet 9:3 23:8,8,14,19 FEMALE 4:3 figure 25:20 file 28:6,7 31:17,19 31:21 Filice 5:15,15 31:5,8 31:8,16,21 fill 18:19 28:4 final 31:16 finances 9:10 financial 18:20 finish 8:25 fire 20:18 firm 16:19,19 24:10 24:15 first 11:3 13:9 fit 24:17 five 16:19 floor 12:17 Floren 6:12,13 fluff 21:20 following 9:9 10:15 foot 25:20 footage 9:2 23:24,25 24:8 25:3,10,13 25:15,17 foregoing 33:4,6 foreanking 21:13 foresee 13:22 form 16:21 22:17 23:3 28:4 formal 28:16,20 format 8:8 16:22 forms 28:4 29:20,22 forward 14:13 32:11 four 16:17 frame 14:8 free 31:12 front 20:8 function 29:7 furnish 22:9 Further 13:7 future 7:23	31:20,23 Gerard's 9:1 germane 30:3 give 7:10,21,22 9:18 11:14 14:4,24 16:11 19:8 21:18 21:19 23:12 given 14:2,8,22 17:18 gives 23:14 giving 7:13 global 16:22 go 8:4,21,24 9:1,18 10:13,23 12:17 16:9 17:10 21:5 22:15,22 29:4 30:2,16,17,25 going 5:10 6:8 7:2 7:13 8:19,21,24 9:11,15,18 10:13 15:16,21 16:10,15 16:22 17:10,13,18 18:1,10 19:17,25 20:5,9,15,22,24 21:4,8,8,12 22:2 22:14,15,17 25:25 25:25 26:5 29:10 29:16 30:25 31:17 32:4,8 Golf 6:10 good 7:17 14:8 18:16 29:10 gosh 21:2 graphic 21:21 graphics 30:1 great 4:6,11,23 5:17 7:12 20:21 green 14:25 grid 13:19 gross 23:24 Group 6:6 grow 32:9 GSA 22:17 29:20,21 guide 26:1,20 guidelines 29:17 Gulpeo 4:7,7 10:17 10:21 25:7 26:8 28:1 guys 12:12 13:19 28:16	handling 11:10 happens 20:1 hard 9:25 hardware 22:14 Heading 13:5 health 3:13 13:14 healthcare 27:7,20 27:23 28:20 hear 7:8 10:18 28:13 31:5 hearing 31:10 32:11 help 26:20 helpful 24:2 25:4 29:3 Hi 4:7,17,18,21 5:1 10:17 high 11:6 higher 17:17 highest 19:20 highlight 23:12 Hitchings 3:8 7:17 10:8 24:6,25 27:18,22 28:15 31:11 32:1,13 Hixson 4:1 20:19 Holder 6:10 Hong 3:8 7:16 10:7 24:5,19 27:16 28:12 hour 2:2 house 3:16 11:10 Houseman 5:12,13 5:14 huge 30:13 HVAC 26:22
<hr/> E <hr/> E 22:10,12 e-mail 31:12 32:11 easier 6:5 16:25 east 11:24 12:5 13:9 easy 21:18 efficiency 17:24 eight 10:5 either 18:5 elect 22:24 electrical 27:1 elevation 11:4 15:1 elevations 14:16 emails 10:2 emergency 12:1,2,3 emphasize 18:2 20:6 Ended 32:14 energy 17:24 engineer 3:20 26:24 engineering 30:7 enter 13:1	<hr/> F <hr/> face 13:2 facilities 27:23 facility 3:6 19:11,12 22:2 24:17 26:16 26:17 29:14 30:11 factor 15:25 17:14 17:15,20 22:4 factors 17:10,11,12 21:13,15 facts 21:20 factually 27:14 fair 19:10 familiar 13:20 15:15	<hr/> G <hr/> gathering 21:9 general 15:16 17:11 gentleman 7:7 Gerard 4:1,7 7:13 10:14,17 15:6,23 24:3 25:7 26:5 27:12,19 28:2,14	<hr/> H <hr/> habits 18:16 hallways 24:21 hammered 13:25 Hamster 6:6 handle 19:18 handled 22:25	<hr/> I <hr/> idea 11:5,19 14:4,16 14:16,21 ideal 13:21 ideas 13:23 identical 21:13 identified 14:9 19:3 identify 16:9 identifying 16:13 important 17:16 18:2,14 19:9,21 20:13 21:18 23:7 23:17 25:20 include 26:22 included 13:23 independently 18:23,25 indicate 28:5 indicated 27:19 individually 22:16 information 16:21 17:1 18:23 19:5,6

initial 10:9 20:2 inside 29:13 international 26:13 interpretation 23:15 interrupt 9:12 introduce 3:10 4:2 investment 30:14 involved 11:2 issue 24:20 issuing 9:22 items 12:13 16:16 22:8,19	<hr/> L <hr/> lab 13:10 Labor 23:4 landscaping 30:10 large 31:20 layout 13:17,21,24 14:3,3,5 23:24 leap 4:13 lease 9:7,9 29:13 LEED 27:6,9,20,23 28:4,4,6 Leo 4:8 23:25 25:7 lessor 22:2 24:17 let's 21:23,23 23:6 life 26:17,19 27:10 30:20 lighting 11:11 line 3:6,7,15,25 4:1 4:4,14 6:1,11,17 6:19,21 17:7 20:19 link 16:4 list 6:25 17:16,17 22:8 28:24 31:2 listed 17:12 lists 22:13 little 9:13 16:1,16 19:3 live 18:17 loading 12:10 lobby 24:22 local 29:17 location 17:25 logistics 13:15 look 11:17 13:20 16:23 23:15 32:10 looking 11:7,8,15 14:5 16:17,18 17:14 20:6 21:3 looks 8:15 lost 31:9 lot 14:22,24 15:14 27:3 lower 17:16 21:14 lump 22:24	24:19 25:2,18 27:14,19,24 28:12 29:1 management 7:23 manager 3:8,16,17 3:21 7:25 mandate 25:8 mandatory 9:21 map 16:3 Mark 5:5,8 6:20 Martinez 3:15 Mary 4:9,13 mass 18:1,1 matches 11:17 material 10:1 15:21 materials 17:23 matrix 30:23 Matthews 4:9,13 maximize 14:23 maximum 9:2 McKaleb 6:15 mean 18:7 24:7 meaning 9:14 mechanical 26:24 27:1,2,4 medicine 13:10 meet 26:13 27:6 28:5,6,9 meeting 2:1 31:12 Melissa 3:17 mental 13:14 mentioned 15:23 17:5 31:2 Mercedes 4:4 met 28:20 metal 14:20 method 18:21 milestone 19:13 mind 7:21 minimize 27:3 minimum 9:4 11:16 15:23 minute 16:11 17:10 19:25 mission 26:16,18 model 29:6,7 module 12:25 13:1 13:18 Monday 31:18 money 30:13 Montalban 1:16 2:5 33:1,16 Mountain 4:24 move 10:22 14:13 16:15 20:22 23:6 Moving 13:9,12 Murphy 4:4,5 mute 6:6,11,17 7:8	16:12 17:7 <hr/> N <hr/> name 3:11 7:5 names 6:9 narratives 30:1 need 7:14 12:3,10 14:9,10 18:11 21:20 23:16 24:4 25:3 27:8,21,23 needed 12:1 27:20 needs 24:14 27:6,9 net 9:3 23:13,18,24 24:10,16,18,23 25:9,13,16,20 new 7:18 16:22 news 29:10 NFPA 29:17 Nice 5:1 Nixon 6:21,21 nonresponsive 10:12 normally 17:8 22:24 north 11:19 13:12 noted 14:12 number 20:15 24:8 24:9 numbered 21:3 numbers 32:8 nurse 3:17	on-site 9:5 once 12:12 20:2 ones 17:21 open 8:6 11:6 operating 22:11 operation 22:3 operations 19:15 22:1 opportunity 23:15 options 26:25 order 17:12 22:9 28:6 orientation-wise 11:20 outpatient 3:14,18 8:12 11:2 outside 29:13 oval 21:4,5 overall 13:17,20,24 overview 7:11,14,22 8:10,25 9:17 15:4 15:17 20:1 owe 28:15 owners 19:6
<hr/> J <hr/> Jan 3:23 janitorial 29:11 Jennifer 6:12,14 Jessica 6:12 JMS 5:15 Joe 6:15 John 3:25 4:15,17 5:15 20:19 24:20 31:8,9,10 join 5:1,10 Josh 5:10,13,14 6:16 June 9:22,24	<hr/> K <hr/> Karen 5:4,8 Kay 4:9,9,13 keep 14:13 21:3 Kelly 2:2 3:4,5,22 3:23 4:6,11,17,21 4:23 5:1,3,6,10,14 5:17,20,23,25 6:4 6:8,24 8:19,23 9:11 10:19 15:10 21:2 23:21 24:3 25:19 27:12,16 29:3 31:7,9,14,19 31:23 32:3 key 14:9 29:5 31:21 kind 21:22 Kip 6:19,19 know 8:3 9:13,21 11:22 13:24 15:2 15:11,21 16:13 18:11,22,24,25 19:10 20:10 22:14 23:9,16 24:8 27:17 28:4 29:4,6 31:3 knowledge 31:25 knows 26:10 Kristy 1:16 2:5 33:1 33:16	<hr/> M <hr/> ma'am 6:23 mail 32:11 main 11:21,23 12:18,20 14:16 15:2 maintenance 19:15 22:1,4 major 8:3 Malcolm 4:19,19,19 MALE 4:15,18 8:17 10:20 23:20,22	<hr/> O <hr/> o0o- 3:2 32:15 obtain 28:18 obvious 25:6 obviously 12:11,22 13:13 26:9 occupancy 9:8 29:15 offense 28:14 offer 10:10 19:24 20:3 21:14,14 22:5 offered 21:7 offerer 9:6,9 18:23 21:10 30:9 offerer's 18:24 offers 9:15 10:10 19:5 20:2,6 22:6 officer 3:9 8:1 10:7 oh 4:6 21:2 Okay 4:11 5:20 6:4 6:8,24 8:14,18,23 9:2,20 11:13 14:15 15:4 20:22 23:6 25:18,19 26:8 28:12 32:3 old 22:24	<hr/> P <hr/> package 26:23 packet 29:23 pact 12:25 13:1,18 29:6 page 8:20,20 16:2 pages 10:9 30:2 paperwork 15:14 parking 9:5,5 11:22 14:25 part 10:2 11:2 15:8 24:23 25:13 26:23 26:23,24 27:2 particular 18:3 21:10 23:12 particularly 25:24 parties 18:15 Partners 4:16 5:22 5:23 pathology 13:10 patients 32:5,6 pay 22:24 23:1 29:10 pays 25:21,22 people 3:6 6:9 17:2 perfect 23:10 perform 18:13 performance 18:18 Perkins 5:19 personally 7:19 Peter 4:9,13 phase 29:13 phone 7:9

<p>phonetic 3:20 4:3,15 5:4,5,13 6:7,10,13 6:15 28:3 31:17</p> <p>physical 18:12 26:15 27:11</p> <p>pick-up 12:4,4</p> <p>Pinkney 3:7 8:11,18 8:21,24 9:20 15:6 21:1 28:22 29:2 32:12</p> <p>place 18:16 20:4</p> <p>places 13:15</p> <p>plan 9:1 10:14 11:14,14,15 12:13 12:17 13:21 22:1 22:4 23:12,14 30:13,14</p> <p>players 8:3</p> <p>please 5:21 6:17 7:5 7:8,9 10:9 13:17 14:15 20:25 27:13 29:15,18 30:5,21</p> <p>plumbing 27:1</p> <p>point 8:25 9:12 10:13 28:16,19</p> <p>points 19:23 20:12 21:9 28:5</p> <p>police 13:3</p> <p>pose 29:20</p> <p>post 31:20,24</p> <p>posted 16:5 31:17 31:25</p> <p>power 14:9</p> <p>PowerPoint 8:16</p> <p>pre-identified 8:14</p> <p>precise 24:16</p> <p>prefab 14:18</p> <p>prefer 8:7 28:13</p> <p>preliminary 13:25</p> <p>prepare 25:8,9</p> <p>prepared 25:16</p> <p>pretty 9:25</p> <p>prevails 26:2 29:21</p> <p>preview 7:18</p> <p>previous 23:2</p> <p>price 10:5 21:11 22:17</p> <p>priced 21:14</p> <p>pricing 22:15</p> <p>probably 18:10</p> <p>proceedings 33:4,7</p> <p>process 7:10 14:1 15:5 20:2</p> <p>procurement 7:23</p> <p>program 22:13 24:14,17</p> <p>programs 24:11,12</p> <p>project 1:7 3:7,16</p>	<p>3:20,25 7:11,22 7:25 8:10,25 9:10 9:13 16:10 21:7,8 27:6 28:10 30:4</p> <p>promise 18:7</p> <p>promised 31:17</p> <p>properly 22:11</p> <p>properties 4:20 19:6 19:8</p> <p>property 19:2 21:10</p> <p>proposal 10:3,5 22:17 26:21 28:17</p> <p>proposed 11:13,18 19:1 30:7</p> <p>protection 20:18</p> <p>provide 11:11 23:25 24:11,15 30:10</p> <p>provided 18:8 26:24</p> <p>providing 29:14</p> <p>provisions 23:4</p> <p>public 13:6 14:25 18:5 25:12,12</p> <p>publish 31:2,15</p> <p>published 17:4</p> <p>purpose 27:5 30:14</p> <p>put 12:5,24 26:3,20</p> <p>putting 29:23</p>	<p>received 21:10</p> <p>reception 13:4</p> <p>recommend 23:11</p> <p>record 33:7</p> <p>recording 7:3</p> <p>redundant 30:12</p> <p>regards 15:7</p> <p>reissuing 22:12</p> <p>related 29:12</p> <p>relationship 24:12</p> <p>relative 22:5</p> <p>rendering 11:4,8</p> <p>rent 25:21,22</p> <p>rentable 24:1,16 25:5,14,15</p> <p>repeat 5:7 27:18</p> <p>Repeating 30:5</p> <p>replacing 8:11</p> <p>reported 1:16 33:4</p> <p>reporter 2:5 7:3,6 33:1</p> <p>REPORTER'S 1:5</p> <p>representing 5:5,9</p> <p>request 2:1</p> <p>requested 9:5 23:23</p> <p>requesting 9:7</p> <p>require 27:15 28:18</p> <p>required 9:8 25:11 27:8 29:16</p> <p>requirement 9:21 27:11,22</p> <p>requirements 22:7 26:9,11 28:9</p> <p>requires 22:9</p> <p>respect 30:17</p> <p>respond 18:3</p> <p>response 12:5 24:6 28:16,21</p> <p>responses 28:24 29:24 32:11</p> <p>responsible 22:3</p> <p>responsive 15:2</p> <p>restrooms 25:12</p> <p>review 28:17</p> <p>reviewing 12:9</p> <p>RFI 11:25</p> <p>right 3:4 8:21 10:16 11:9 13:4 16:3,15 21:5 23:17 24:19 32:10,13</p> <p>risk 10:11</p> <p>Rob 3:19 6:21,21</p> <p>Robbins 3:25 20:19</p> <p>roll 4:12 31:3</p> <p>roof 11:9,10 14:20 14:20 27:5</p> <p>room 14:3</p> <p>rooms 13:7</p>	<p>Rosenberg 4:24,24 5:2</p> <p>Roy 5:18 6:22</p> <p>RSVP'd 6:9</p> <p>RSVPs 6:25</p> <p>rubbit 31:16,19</p> <p>run 24:20</p> <p>runnable 23:8</p> <p>running 19:12 22:3</p>	<p>Shaffer 5:4,4,8,8</p> <p>Shamm 2:1 3:5 4:3 5:2 9:11 10:21 15:8 23:20 27:14 28:12</p> <p>Shan 4:5</p> <p>share 8:8</p> <p>shared 13:6,11</p> <p>Shorthand 2:5 33:1</p> <p>shout 17:8</p> <p>show 20:11 24:11 29:25 30:5</p> <p>showed 23:24 24:1</p> <p>showing 23:13</p> <p>Siberry 4:3</p> <p>side 10:23 11:24 12:5,8,15 13:2,9</p> <p>sign 10:9</p> <p>signed 29:7</p> <p>Silver 27:6,9,20,23 28:6,20</p> <p>similar 28:11</p> <p>simplify 14:19</p> <p>simply 24:11</p> <p>single 24:22</p> <p>site 3:16 8:14 9:6,14 11:13,14,15,16 12:12,13,18,19,19 12:22 15:23,25 16:5,9 17:22,25 18:6,12 20:10,14 26:20 30:10</p> <p>sites 9:14,16 11:18 16:5,10,14 19:3,4</p> <p>six 9:14,15 16:5,9,13 19:3,4</p> <p>size 12:11 14:22</p> <p>skip 20:16</p> <p>Skipping 18:12</p> <p>slapped 30:18</p> <p>slide 9:19,20 10:15 10:22 11:3,13 12:24 13:17 14:2 14:15 15:4 20:25 21:1,3,4,22,23 23:5,6 26:5,6 27:13 29:4,15 30:5,19 31:1</p> <p>slides 8:15 10:24</p> <p>small 12:19 19:19</p> <p>Smith 4:22</p> <p>socioeconomic 19:22</p> <p>sole 9:4</p> <p>solicitation 18:3 22:21,22</p> <p>solutions 24:14</p> <p>somebody 18:9</p>
---	---	--	--	--

sooner 19:11 sorry 5:6 6:5,7,11 6:12 18:13 23:21 Source 5:5,9 south 11:20 12:15 12:15 13:2,2,16 space 22:13 25:14 spaces 9:5,5 13:6,11 14:25 speak 7:5 26:6 speaking 7:8 Special 22:7 specific 12:22 24:8 26:11 specifically 3:18 10:10 square 9:2,3 23:8,8 23:14,19,24,25 24:8 25:3,9,13,15 25:16,20 staff 3:19 11:23 12:16,20 stage 7:1 standard 16:22 19:16 23:4 start 7:13 9:17 10:16 15:7 17:2 State 2:6 33:2 stated 8:13 stating 9:23 status 19:22 stenographically 33:5 steps 20:1 stick 30:12 stop 21:23 streamlined 31:23 Street 2:3 structure 14:17 subfactor 17:25 subfactors 17:12,19 17:20 submit 8:7 10:3,5 28:23 30:6 submittal 10:3 submitted 10:1,7 28:23 success 16:13 successful 9:6 21:14 successfully 16:7,8 suit 8:14 Suite 2:3 sum 22:24 summary 23:3 support 13:15 supporting 8:2 sure 3:11 8:11 10:9 11:17 18:14 26:17	28:18 29:1 sustainability 17:24 system 3:13 14:11 26:25 27:1 28:16 28:19 systems 26:22 27:2 T take 4:13 11:16 13:20 16:4 17:10 20:7 30:25 taken 2:1 33:7 takes 20:4 talk 20:22 22:23 talked 9:18 14:10 27:10 team 3:10,23 5:24 7:23 8:2,3 13:13 15:9 18:24 19:1 26:20 29:25 team's 30:7 teams 14:13 26:18 technical 7:16 8:5 10:3 17:14,15,20 20:4,5 21:11,13 21:15,16 24:14 teleconferencing 14:11 tell 5:20 10:22 19:22 20:11 30:1,6 tells 18:9 ten 13:19 ten-year 16:19 tenant 9:4 24:22 term 9:7 16:17,18 terms 14:5,5 19:14 terrific 30:17 thank 3:5 4:6,23 5:2 5:10,12,25 7:9 8:18 15:10 25:19 27:12 29:2,3 31:1 31:4 32:10 Thanks 15:6 32:12 thing 13:1 14:8 15:22 26:2 29:5 things 16:1 think 3:21 5:3 6:24 8:6 11:14 13:19 13:21 14:4 15:2,4 15:15 17:14 22:5 23:3,13,18 26:8 26:24 27:10 28:15 30:16 31:3 this's 15:13 Thompson 4:4 thoughtful 29:24 three-ring 10:4,6 tie 22:4	tilt 14:17 time 5:6 7:4 14:8 15:20 20:21 26:15 30:13 31:13 33:7 timeline 17:6 31:13 today 3:15 5:11 7:10 8:2 toilets 13:6 Tom 4:1 20:19 top 11:8 traditionally 24:10 transcribed 33:5 Transcript 1:5 2:1 transportation 18:1 18:5 20:10 tried 14:7 true 19:19 33:6 trying 7:1 14:23 21:21 turn 10:14 15:8 turned 15:24 tweak 23:16 two 13:1,14 32:6 two-pact 11:1 29:7 typewriting 33:5 typical 14:3 typing 17:7 U understand 23:7 24:19 25:10 27:16 understandable 17:1 understanding 12:2 23:10 24:1 25:10 25:14 27:7 28:1,2 unique 17:9 32:6 units 11:10 14:22 27:4 unmute 16:12 unusual 9:13 16:2 16:17,21 19:3 25:24 use 14:6,13,24,25 15:3 20:9 22:12 29:8 useable 9:3 23:8,14 23:18,24 24:10,16 24:18,23 25:5,9 25:13,16,20 users 12:10 13:22 13:25 usual 17:20 18:22 utilities 29:11,14 utility 29:12 utilize 11:4 utilizes 14:3 utilizing 15:1 27:5	V V.A 3:12,16,21 7:23 9:3,7,14 18:14,17 20:14 22:9,23 25:21,22 26:19 27:7,23 28:7 29:5 29:10 31:20 V.A.'s 16:5 VA 1:7 value 17:13 20:25 21:11 22:18 videoconference 2:4 videoconferencing 14:11 virtual 7:18 Vista 1:7 3:6,13,18 19:10 26:10 visuals 7:14 VOICE 4:3,15,18 8:17 10:20 23:20 23:22 24:19 25:2 25:18 27:14,19,24 28:12 29:1 volume 11:6 Volumes 10:6 W waiting 4:12 11:6 31:22 walk 12:6 want 11:7,22 14:13 14:17,19 15:22 18:22,24,25 19:7 21:20,20 wanted 27:3 wants 18:14 Washington 5:16 wave 15:3 way 8:8 12:7 16:25 17:2,11 21:7,8 22:25 23:12 25:15 27:2 30:17 we'll 9:1 10:15,15 10:22 12:6 28:20 32:1 we're 11:9 19:24 we've 5:3 7:19,20 13:24 14:2,9 19:3 20:3 22:21 23:8 26:22 28:2 31:22 web 16:5,9 26:19 Wednesday 2:3 3:1 weigh 28:13 Welcome 4:21 well-designed 30:11 west 4:25 12:8 13:5 13:7,13 white 21:4	Williams 5:19 windows 11:11 work 11:12 13:13 18:9,10,16 working 3:24 17:2 18:15 22:16 writing 30:21 written 8:7 X Y yeah 5:12 21:1 23:17 years 9:7 32:6 Z zipped 21:22 0 1 1 10:6 16:2 10 29:18 10:10 2:2 3:1 11 1:10 2:3 3:1 15:11 11:02 32:14 13551 1:16 2:6 33:17 1364 16:21 22:17 15-year 16:19 16-plus 16:19 17th 9:24 1st 9:22 2 2 10:6 20 9:7 20-year 16:19 2014 32:7 2015 32:7 2016 1:10 2:3 3:1 9:24 33:9 236 9:5 3 3 16:2 20:16 31-foot 13:19 31,000 9:3 24:10,18 25:9 350 2:3 4 4 25:23 4-acre 11:16 12:19 15:23
--	---	---	--	--

<div><div>5</div><div>50 30:2</div><div>530 2:3</div><div>540 9:8</div></div>				
<div><div>6</div></div>				
<div><div>7</div><div>7 20:16 29:5</div></div>				
<div><div>8</div><div>8 20:16 29:10</div><div>8,800 32:7</div><div>825 9:9</div></div>				
<div><div>9</div><div>9 20:17 26:24</div><div>9,700 32:8</div></div>				